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Executive Offices
1845 Walnut Street
Philadelphia, PA 19103

Laventhol & Horwath
Certified Public Accountants

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NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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MAY 1985 COMPARED WITH MAY 1984

ROOM RATES INCREASES;
ROOM DEMAND DECLINES

The national occupancy rate for the month of May, reported at 67.9 percent, fell 3.1 percent compared with May 1984. The rooms department performed poorly this month, with declines experienced by all regions of the country, as occupancies dropped as much as 4.5 percent. Demand for Center City properties dropped sharply as indicated by the occupancy fall of 5.3 percent. Looking at the twelve month period, the occupancy rate for the nation declined 0.3 percent compared with the twelve months prior, while airport and center city properties were the only ones to report any increases.

The Food & Beverage department also struggled through May. Although the sales per occupied room and average receipt per cover both increased, the number of covers served dropped--as it has continuously since the beginning of the year--this month falling 3.4 percent. On a twelve month basis, food and beverage sales increased 2.6 percent, while the number of covers served decreased 1.9 percent. Over this period, properties located in the North Central region of the country were the only ones to report an increase in the number of covers served. Their increases was a modest 0.2 percent.

The occupancy rate continues to dissappoint all with its downward slope. This downward trend is not due soley to the increase in room rates, but also a result of additions to supply at a time of decreasing demand for lodging facilities. Therefore, we expect the occupancy rates to remain stagnant at best through the summer and to regain moderately by year end.

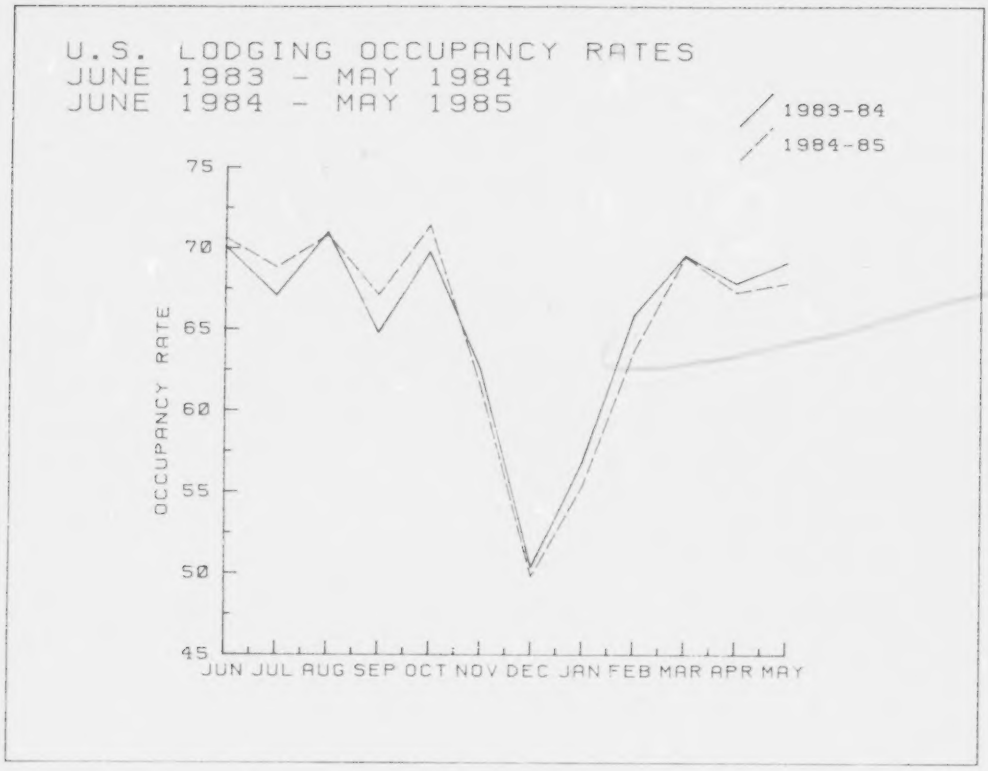
		Projections	Actual Last Year
July	1985	69-71%	68.8%
August	1985	70-72%	70.8%
September	1985	67-69%	67.1%

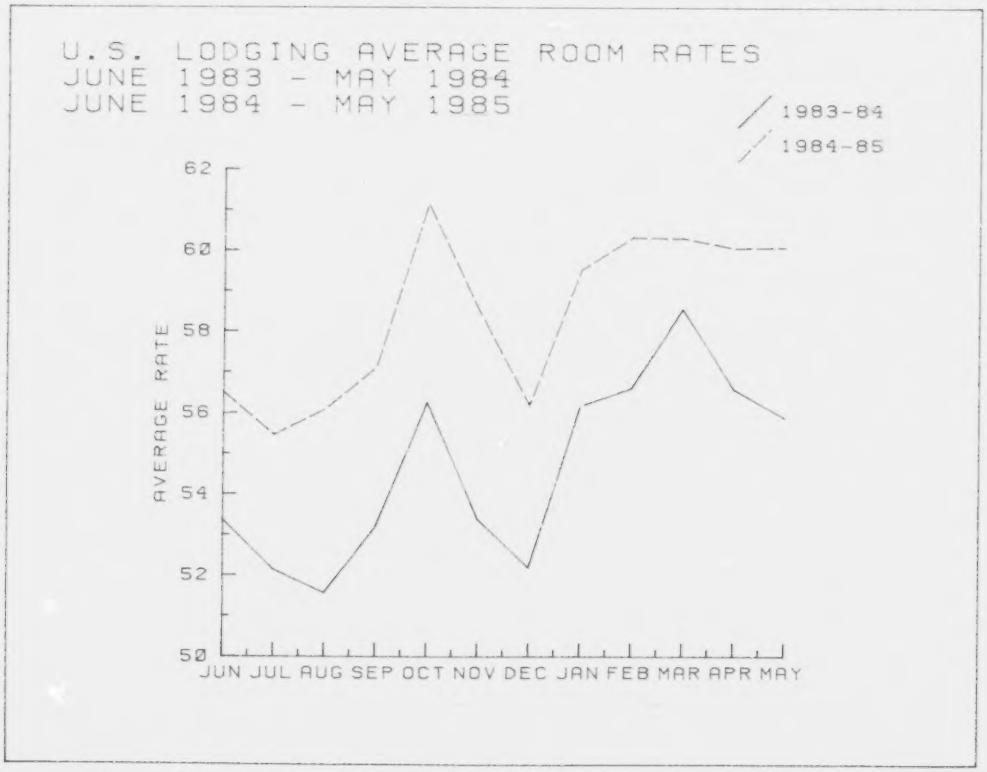
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	65.8%	2.7%
AFFILIATION:		
Chain	66.6	4.1
Independent	63.5	0.5
AREA:		
Northeast	73.2	5.3
Southeast	67.5	6.3
North Central	66.2	8.0
South Central	61.4	9.5
West	72.3	5.6
LOCATION:		
Center City	64.6	3.4
Suburban	64.7	3.0
Highway	65.9	2.5
Airport	70.6	7.6
Resort	69.1	0.2
SIZE:		
Under 150 rooms	66.5	3.3
150 to 299 rooms	64.8	2.9
300 to 600 rooms	62.9	3.1
Over 600 rooms	70.3	2.9
TYPE:		
Hotel	65.9	2.5
Motor Hotel	66.1	3.8
Economy	66.5	3.9

*FROM PREVIOUS MONTH
– NO CHANGE

MARK LOMANNO, ASSOCIATE DIRECTOR
JAMIE MANDELL, RESEARCH ANALYST
RESEARCH AND DEVELOPMENT


U.S. LODGING OCCUPANCY RATES
JUNE 1983 - MAY 1984
JUNE 1984 - MAY 1985
1983-84
1984-85
OCCUPANCY RATE
75
70
65
60
55
50
45
JUN JUL AUG SEP OCT NOV DEC JAN FEB MAR APR MAY


U.S. LODGING AVERAGE ROOM RATES
JUNE 1983 - MAY 1984
JUNE 1984 - MAY 1985
1983-84
1984-85
AVERAGE RATE
62
60
58
56
54
52
50
JUN JUL AUG SEP OCT NOV DEC JAN FEB MAR APR MAY

TREND REPORT MAY 1985 COMPARED WITH MAY 1984

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	3.1	2.6	2.8	9.9	67.9	-3.1	49.7	-4.4	$ 60.08	5.7	$ 91.96	6.2
REGION:												
Northeast	2.5	3.5	-2.4	12.8	76.6	-3.3	42.9	4.4	$ 83.84	7.0	$123.04	5.9
Southeast	3.8	2.5	4.0	15.8	69.2	-3.1	76.9	-11.0	62.12	5.8	101.47	7.1
North Central	4.6	5.5	2.8	2.8	67.1	-0.9	38.7	2.1	46.89	6.5	71.57	5.6
South Central	0.8	-0.9	3.8	6.7	61.3	-4.5	35.8	-5.3	53.55	3.5	81.39	5.3
West	4.9	4.1	6.3	8.5	70.4	-3.6	52.8	-1.5	58.22	6.8	88.36	7.6
AFFILIATION:												
Chain	2.4	2.1	2.3	6.1	68.3	-3.5	45.9	-7.8	$ 59.32	5.7	$ 89.08	5.9
Independent	5.7	4.8	4.3	23.9	66.2	-1.3	62.4	4.3	63.75	5.9	105.42	6.9
LOCATION:												
Center City	2.5	2.2	1.4	11.1	67.8	-3.1	42.1	-1.4	$ 74.53	6.1	$113.99	6.5
Suburban	2.2	3.3	-0.1	1.1	67.6	-2.7	40.8	1.5	50.46	5.7	75.11	4.6
Airport	5.8	5.7	5.5	9.3	70.0	-2.2	30.6	-38.7	56.01	6.2	85.05	6.3
Highway	-0.9	-1.4	-1.3	12.1	66.2	-5.3	51.1	-0.8	41.58	3.6	55.77	4.0
Resort	6.5	4.7	8.0	13.6	69.3	-1.6	90.6	1.9	71.68	6.1	126.47	7.9
SIZE:												
Under 150 Rooms	0.9	1.5	-1.9	4.9	67.0	-2.3	56.9	-1.9	$ 39.51	3.6	$ 52.17	3.0
150 - 299 Rooms	0.1	-0.1	-0.3	5.3	66.4	-5.8	47.0	1.5	51.61	6.4	77.37	6.6
300 - 600 Rooms	3.7	4.0	2.6	6.8	65.9	-1.8	42.3	-16.7	64.84	4.4	102.82	4.1
Over 600 Rooms	6.0	4.6	6.8	15.2	73.6	-1.1	54.7	-1.1	87.52	6.2	140.72	7.6
TYPE:												
Hotel	4.0	3.4	3.8	10.2	68.7	-1.9	47.3	-6.9	$ 71.45	5.8	$115.94	6.3
Motor Hotel	0.4	0.5	-1.0	7.8	67.2	-5.6	52.0	-1.3	47.54	5.3	65.44	5.3
Economy	3.0	3.0	-0.7	13.2	65.6	-1.4	65.3	5.0	30.11	4.2	31.44	4.3
All Suites	7.0	7.7	-15.2	32.5	61.3	-4.1	67.2	9.1	64.59	5.4	73.75	4.7

YEAR TO DATE TREND REPORT - AS OF MAY 1985

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	3.5	4.4	1.3	5.1	64.8	-1.4	49.0	-0.8	$ 59.84	5.9	$ 91.62	5.0
REGION:												
Northeast	3.8	5.8	-2.2	9.3	66.7	-2.1	37.4	-0.5	$ 82.66	8.3	$123.02	6.2
Southeast	4.1	3.7	4.5	5.3	72.7	0.1	79.1	-2.7	65.13	3.9	101.97	4.2
North Central	5.2	7.1	1.9	2.8	60.2	0.5	36.5	-0.3	46.69	6.6	74.03	4.8
South Central	0.1	0.5	-1.5	3.6	58.4	-3.9	36.1	0.8	52.52	4.8	78.65	4.4
West	5.0	6.3	2.8	2.5	68.9	-1.1	47.3	0.6	57.86	6.9	88.28	5.7
AFFILIATION:												
Chain	3.3	4.3	0.9	3.6	64.9	-1.8	45.3	-1.5	$ 58.90	6.2	$ 88.79	5.2
Independent	4.5	4.8	2.7	10.7	64.1	0.5	63.7	0.8	64.54	4.4	105.58	4.1
LOCATION:												
Center City	4.2	5.7	0.7	5.7	62.3	-0.2	39.7	0.5	$ 72.39	6.7	$112.05	5.2
Suburban	2.8	4.0	0.2	2.6	62.7	-2.8	38.0	1.1	50.58	6.5	76.63	5.3
Airport	5.2	6.8	1.2	9.5	69.3	-0.7	29.5	-13.5	54.59	6.5	81.68	4.9
Highway	0.5	0.7	0.1	-1.3	64.3	-3.5	52.6	2.3	41.48	4.2	56.36	4.0
Resort	3.8	3.6	3.6	6.0	70.5	0.3	94.5	-0.4	76.17	3.6	127.18	3.7
SIZE:												
Under 150 Rooms	2.0	2.7	-0.4	1.3	63.5	-1.4	52.4	-2.8	$ 39.64	4.4	$ 52.86	3.7
150 - 299 Rooms	1.8	2.6	-0.2	2.0	64.7	-2.7	45.4	1.6	51.92	5.8	77.68	5.0
300 - 600 Rooms	4.3	5.6	1.9	4.6	62.9	-0.5	44.6	-1.5	64.89	5.0	103.66	3.7
Over 600 Rooms	5.1	6.1	2.5	8.1	68.8	0.1	55.4	-1.1	87.65	6.8	140.22	5.8
TYPE:												
Hotel	4.1	5.3	1.6	5.2	65.2	-0.3	45.5	-2.8	$ 70.98	6.1	$115.60	4.9
Motor Hotel	2.0	2.6	-0.1	4.6	64.7	-3.3	51.5	1.6	47.17	5.3	64.55	4.7
Economy	2.6	2.7	-2.5	2.1	60.8	-1.5	62.7	1.1	29.74	4.2	31.02	4.1
All Suites	1.4	1.3	-7.6	12.4	71.3	-0.3	124.0	12.6	63.71	1.0	69.35	1.0

FOOD AND BEVERAGE REPORT - MAY 1985 COMPARED WITH MAY 1984

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984	% CHG
TOTAL	$35.02	$33.12	$ 9.44	$ 8.93	0.32	0.33	0.21	0.22	42.8	43.3	$ 5.59	$ 5.40	-3.4
REGION:													
Northeast	$36.80	$36.41	$11.06	$11.14	0.29	0.29	0.19	0.19	44.9	43.2	$ 7.13	$ 6.87	-3.2
Southeast	37.01	34.75	9.45	8.64	0.32	0.34	0.21	0.22	40.2	40.9	5.35	5.07	-4.0
North Central	32.23	31.27	8.23	7.62	0.33	0.34	0.22	0.22	41.2	40.7	4.32	4.14	-2.1
South Central	29.99	27.68	8.59	8.14	0.32	0.34	0.22	0.24	42.4	46.2	5.45	5.56	-6.1
West	40.85	37.43	9.79	9.11	0.33	0.33	0.21	0.22	46.6	46.0	5.62	5.25	-1.4
AFFILIATION:													
Chain	$32.15	$30.31	$ 9.19	$ 8.69	0.31	0.32	0.21	0.21	42.8	43.1	$ 5.60	$ 5.35	-4.9
Independent	49.41	47.80	10.30	9.79	0.33	0.34	0.22	0.22	42.6	43.9	5.54	5.58	2.1
LOCATION:													
Center City	$37.51	$35.67	$10.56	$10.00	0.30	0.30	0.20	0.21	44.8	45.4	$ 7.02	$ 6.65	-7.1
Suburban	27.40	27.02	8.17	7.82	0.34	0.36	0.23	0.23	42.1	42.3	4.81	4.69	-2.7
Airport	30.25	28.52	8.64	8.02	0.34	0.35	0.22	0.22	41.2	42.2	4.81	4.78	-0.2
Highway	25.48	24.01	7.51	7.25	0.34	0.35	0.22	0.23	42.0	41.3	4.13	4.07	-2.7
Resort	51.73	47.43	10.37	9.66	0.33	0.34	0.20	0.21	40.1	40.4	5.08	4.84	-0.8
SIZE:													
Under 150 Rooms	$31.79	$31.36	$ 7.06	$ 6.91	0.37	0.38	0.24	0.25	42.5	40.4	$ 3.70	$ 3.68	-2.0
150 - 299 Rooms	27.58	25.92	8.02	7.66	0.34	0.35	0.22	0.23	42.9	42.3	4.70	4.41	-4.3
300 - 600 Rooms	34.86	34.14	9.87	9.33	0.32	0.33	0.22	0.23	44.0	45.2	5.97	6.05	-0.8
Over 600 Rooms	45.88	42.52	12.04	11.14	0.29	0.30	0.19	0.19	41.9	43.1	7.26	6.77	-5.7
TYPE:													
Hotel	$40.49	$38.32	$10.14	$ 9.49	0.31	0.32	0.21	0.22	43.1	43.9	$ 6.11	$ 5.88	-3.9
Motor Hotel	23.09	22.07	7.62	7.43	0.35	0.35	0.22	0.22	41.3	40.4	4.26	4.16	-2.1
Economy	9.25	9.38	3.98	4.06	0.35	0.38	*	*	*	*	*	*	2.4
All Suites	14.92	17.52	*	*	0.39	0.39	0.22	0.26	66.4	63.8	*	*	*

* INSUFFICIENT RESPONSE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF MAY 1985

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984	% CHG
TOTAL	$34.32	$33.47	$ 9.17	$ 8.76	0.33	0.34	0.21	0.22	45.2	45.0	$ 5.85	$ 5.58	-2.8
REGION:													
Northeast	$37.00	$36.88	$10.92	$10.59	0.31	0.31	0.20	0.20	53.3	50.9	$ 8.37	$ 7.94	-3.9
Southeast	35.63	34.10	9.07	8.70	0.33	0.34	0.21	0.22	39.0	39.1	5.11	4.84	-0.6
North Central	33.67	33.35	8.19	7.77	0.34	0.36	0.22	0.22	42.8	42.8	4.67	4.50	-1.0
South Central	28.33	27.69	8.74	8.30	0.34	0.35	0.22	0.23	45.0	46.5	5.89	5.72	-7.6
West	38.41	37.25	9.29	8.78	0.33	0.34	0.21	0.22	48.4	47.4	5.78	5.33	-1.6
AFFILIATION:													
Chain	$31.59	$30.76	$ 8.99	$ 8.59	0.33	0.34	0.21	0.21	45.5	45.3	$ 5.85	$ 5.57	-3.3
Independent	49.24	48.84	9.87	9.41	0.34	0.35	0.23	0.23	44.1	44.0	5.87	5.67	-0.7
LOCATION:													
Center City	$37.00	$36.46	$10.33	$ 9.80	0.31	0.32	0.20	0.21	49.5	49.5	$ 7.45	$ 7.06	-4.8
Suburban	28.34	27.75	8.00	7.71	0.35	0.37	0.23	0.23	44.5	44.5	5.01	4.87	-1.8
Airport	28.23	28.07	8.27	7.91	0.34	0.35	0.22	0.22	42.8	42.7	4.89	4.75	-0.9
Highway	25.00	24.03	7.47	7.13	0.35	0.37	0.23	0.23	42.6	40.8	4.11	3.78	-3.3
Resort	49.85	47.73	9.92	9.48	0.33	0.34	0.21	0.21	39.5	39.0	5.15	4.80	-1.2
SIZE:													
Under 150 Rooms	$30.87	$30.55	$ 7.06	$ 6.80	0.37	0.39	0.25	0.25	43.3	42.4	$ 4.08	$ 3.95	-2.4
150 - 299 Rooms	27.24	26.36	7.89	7.63	0.35	0.36	0.23	0.23	43.8	42.6	4.85	4.57	-2.4
300 - 600 Rooms	35.46	35.27	9.54	9.09	0.33	0.35	0.21	0.22	47.1	47.7	6.26	6.11	-0.8
Over 600 Rooms	44.56	43.15	11.56	10.84	0.30	0.31	0.19	0.20	45.2	45.2	7.59	7.03	-6.1
TYPE:													
Hotel	$39.85	$39.01	$ 9.80	$ 9.32	0.32	0.34	0.21	0.22	45.8	45.9	$ 6.36	$ 6.07	-3.1
Motor Hotel	22.41	21.83	7.31	7.10	0.35	0.37	0.22	0.22	42.6	41.1	4.37	4.13	-1.7
Economy	8.49	8.03	3.66	3.59	0.36	0.38	0.28	0.24	29.9	32.8	1.51	1.56	-3.6
All Suites	13.82	15.03	*	*	0.38	0.39	0.23	0.23	60.7	61.4	*	*	*

* INSUFFICIENT RESPONSE

TWELVE MONTH TREND REPORT - AS OF MAY 1985

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	5.7	6.9	2.6	7.9	65.5	-0.3	52.0	-1.3	$ 57.87	6.9	$ 88.10	5.6
REGION:												
Northeast	7.5	9.4	2.1	13.2	71.5	0.1	41.1	1.7	$ 82.48	9.0	$123.39	7.1
Southeast	3.4	3.2	3.1	6.9	66.8	-1.8	82.1	-3.4	57.59	4.8	89.97	5.0
North Central	6.5	8.6	2.8	4.3	63.7	1.9	41.0	-1.4	45.39	6.3	70.72	4.3
South Central	4.5	5.5	1.7	5.5	59.3	-1.7	40.0	4.4	51.40	6.3	76.40	5.2
West	7.0	8.7	3.5	8.5	69.7	-0.1	50.2	-2.0	57.47	7.9	87.31	6.3
AFFILIATION:												
Chain	5.7	7.0	2.4	7.1	65.8	-0.8	48.4	-1.4	$ 7.50	7.2	$ 86.53	5.9
Independent	5.9	6.6	3.5	11.3	63.6	0.8	67.5	-2.2	60.14	5.2	96.89	4.4
LOCATION:												
Center City	8.1	10.0	3.4	9.7	64.9	1.7	43.7	2.8	$ 72.43	8.0	$110.56	6.0
Suburban	4.1	5.4	1.4	4.8	63.8	-1.5	40.9	-1.9	49.64	6.6	75.41	5.4
Airport	7.3	9.3	2.6	9.8	69.3	1.0	31.7	-5.9	52.68	7.2	78.97	5.2
Highway	2.1	2.4	0.6	2.8	65.2	-2.5	58.9	-1.2	40.06	4.8	54.02	4.3
Resort	3.7	3.6	3.1	7.5	66.0	-1.6	97.3	-2.6	68.02	4.4	115.32	4.5
SIZE:												
Under 150 Rooms	4.7	5.3	2.3	5.6	65.3	0.3	58.2	-2.8	$ 39.02	5.2	$ 52.06	4.5
150 - 299 Rooms	4.2	5.4	1.6	4.5	65.1	-1.1	46.6	-0.2	50.48	6.3	76.05	5.1
300 - 600 Rooms	5.9	7.4	2.8	8.6	63.3	-	49.7	-3.3	63.86	6.3	102.49	4.9
Over 600 Rooms	7.5	9.0	3.7	10.4	69.2	-0.1	56.6	-0.4	83.25	8.4	129.95	6.9
TYPE:												
Hotel	6.5	8.1	3.1	8.5	65.7	0.8	48.0	-1.8	$ 68.88	7.0	$111.67	5.3
Motor Hotel	3.9	4.7	1.3	5.9	65.2	-2.2	55.6	-1.2	46.51	6.4	63.89	5.6
Economy	3.9	4.3	-6.4	-	64.5	0.2	65.3	-3.0	29.97	4.2	31.68	3.7
All Suites	3.3	3.7	*	6.4	70.4	0.9	108.9	12.8	63.13	2.4	69.58	2.1

* INSUFFICIENT RESPONSE
\- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF MAY 1985

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984	% CHG
TOTAL	$33.24	$32.44	$ 9.20	$ 8.78	0.33	0.34	0.21	0.22	45.5	45.0	$ 5.94	$ 5.64	-1.9
REGION:													
Northeast	$38.66	$37.93	$11.35	$10.93	0.30	0.31	0.20	0.20	50.1	48.4	$ 8.28	$ 7.86	-0.6
Southeast	31.81	30.23	8.99	8.58	0.33	0.34	0.22	0.22	42.0	41.5	5.48	5.09	-3.2
North Central	32.45	32.32	8.00	7.66	0.34	0.35	0.22	0.22	42.8	42.9	4.59	4.45	0.2
South Central	27.39	26.99	8.49	8.15	0.34	0.35	0.22	0.23	45.7	46.5	5.86	5.71	-4.9
West	37.76	36.79	9.40	8.86	0.33	0.34	0.21	0.22	46.7	45.7	5.73	5.28	-1.1
AFFILIATION:													
Chain	$31.06	$30.27	$ 9.08	$ 8.66	0.32	0.33	0.21	0.21	45.8	45.3	$ 6.00	$ 5.68	-2.2
Independent	46.73	46.12	9.70	9.28	0.35	0.35	0.23	0.23	44.2	43.9	5.66	5.46	-0.8
LOCATION:													
Center City	$36.19	$35.76	$10.56	$10.07	0.31	0.32	0.20	0.21	48.8	48.8	$ 7.45	$ 7.14	-2.2
Suburban	28.25	27.60	7.93	7.63	0.35	0.36	0.23	0.23	44.7	44.1	5.04	4.82	-0.9
Airport	27.12	26.93	8.22	7.88	0.34	0.35	0.22	0.22	44.0	43.6	5.06	4.87	-0.3
Highway	23.73	22.88	7.31	6.88	0.36	0.36	0.23	0.23	40.8	39.9	3.98	3.67	-4.6
Resort	48.13	45.78	9.79	9.33	0.34	0.35	0.21	0.22	40.6	39.4	5.31	4.87	-2.2
SIZE:													
Under 150 Rooms	$29.90	$29.38	$ 7.12	$ 6.82	0.38	0.39	0.25	0.25	41.3	41.0	$ 3.96	$ 3.83	-0.8
150 - 299 Rooms	26.81	26.13	7.96	7.62	0.35	0.36	0.23	0.23	43.5	42.6	4.90	4.61	-2.1
300 - 600 Rooms	35.78	35.27	9.59	9.17	0.33	0.34	0.21	0.22	47.3	47.0	6.36	6.09	-0.5
Over 600 Rooms	41.14	39.90	11.54	10.91	0.30	0.31	0.19	0.19	46.5	46.3	7.83	7.33	-4.0
TYPE:													
Hotel	$38.92	$38.22	$ 9.88	$ 9.41	0.32	0.33	0.21	0.22	46.3	46.0	$ 6.49	$ 6.17	-1.9
Motor Hotel	22.29	21.62	7.30	7.04	0.35	0.36	0.22	0.22	42.3	41.2	4.40	4.15	-1.6
Economy	7.80	7.80	3.44	3.42	0.35	0.35	*	*	*	*	*	*	-11.2
All Suites	*	*	*	*	*	*	*	*	*	*	*	*	*

* INSUFFICIENT RESPONSE